

EAST Search History

Ref #	Hits	Search Query	DBs	Default Operator	Plurals	Time Stamp
S1	53516	"705"/\$.ccls.	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/24 13:04
S2	84	reinsurance and quotes	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/18 11:20
S3	77	S1 and S2	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/18 13:46
S4	3197620	electron\$5	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/18 13:46
S5	67	S3 and S4	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/18 14:04
S6	6	((("4567359") or ("5655085") or ("5537315"))).PN.	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2007/09/18 14:04
S7	121	profitability adj analysis	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/20 07:55

EAST Search History

S8	53650	"705"/\$.ccls.	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/20 07:55
S9	69	S7 and S8	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/20 08:03
S10	567	reinsurance or reinsure or reinsured or reinsuring or reinsurer or reinsurers	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/20 08:03
S11	4	S7 and S10	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/20 08:06
S12	337	S10 and S8	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/20 08:06
S13	3200020	electron\$5	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/20 08:06
S14	202	S12 and S13	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/20 08:07

EAST Search History

S15	44	electronic\$4 adj quot\$5	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/20 08:08
S16	1	S15 and S12	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/20 08:08
S17	1366	business near3 insurance	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/24 13:04
S18	53650	"705"/\$.ccls.	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/24 13:05
S19	653	S18 and S17	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/24 13:05
S20	569	reinsurance or reinsure or reinsured or reinsuring or reinsurer or reinsurers	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/24 13:05
S21	54333	k3 abd S20	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/24 13:05

EAST Search History

S22	97	S20 and S19	US-PGPUB ; USPAT; FPRS; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2007/09/24 13:06
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Documents

- **Information Workstations: The Future Is Now For Some Underwriters**
Lisa S Howard. National Underwriter. (Property & Casualty/risk & Benefits Management Ed.). Erlanger:Jun 2, 2003. Vol. 107, Iss. 22, p. 22-27

•

Investing in the future

Barbara Bowers. Best's Review.: Finding the E-Payoff Oldwick:Sep 2001. p. S15-S16 (2 pp.)

•

The web they weave

Anonymous. Best's Review. Oldwick:May 2000. Vol. 101, Iss. 1, p. 28 (15 pp.)

•

A brave new world

Ben Dyson. Reactions. London:Oct 1998. Vol. 18, Iss. 10, p. 39-47 (5 pp.)

•

Reinsurers band together to push EDI

Schwartz, Susana. Insurance & Technology. New York:Mar 1997. Vol. 22, Iss. 3, p. 18-19 (2 pp.)

•

9/25/2007

Buying insurance over the Internet--is it here today?

Ramsey, Mark S. The Interpreter. Durham:Oct 1996. Vol. 69, Iss. 2, p. 1,16 (2 pp.)

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Citation style: ProQuest Standard

Document 1 of 6

Information Workstations: The Future Is Now For Some Underwriters

Lisa S Howard. National Underwriter. (Property & Casualty/risk & Benefits Management Ed.). Erlanger:Jun 2, 2003. Vol. 107, Iss. 22, p. 22-27

Abstract (Summary)

While underwriting workstations are not a new concept, insurers are just beginning to develop Web-enabled technology systems to aid in underwriting and risk management decisions as well as to improve efficiency. Such online workstation platforms enforce a consistent underwriting discipline throughout the organization via integration of data streams in areas such as claims, customer relationship management, knowledge management, as well as forms and process, insurers who use such systems say. Despite its evident pluses, though, the insurance industry has been slow to implement this technology, especially in the larger commercial risk area, according to Ted Devine of McKinsey & Co. in Chicago. Through underwriting workstations, he explains, insurers are trying to give the underwriter support in risk management decisions and in customer relationship management. Zurich North America's system provides greater efficiencies in the underwriting process because it creates automatic feeds for information, says Rob Fishman of Zurich.

Indexing (document details)

Subjects:	Underwriting, Risk management, Insurance companies, Work stations, Information systems, Property & casualty insurance, Data compression
Classification Codes	9190, 8220, 3300, 5240
Locations:	United States, US
Author(s):	Lisa S Howard
Document types:	Feature
Section:	<i>Underwriting workstations</i>
Publication title:	National Underwriter. (Property & casualty/risk & benefits management ed.). Erlanger: Jun 2, 2003. Vol. 107, Iss. 22; pg. 22
Source type:	Periodical
ISSN:	10426841
ProQuest document ID:	346556531
Text Word Count	2633
Document URL:	http://proquest.umi.com/pqdweb?did=346556531&Fmt=3&clientId=19649&RQT=309&VName=PQD

Document 2 of 6

Investing in the future

Barbara Bowers. Best's Review.: Finding the E-Payoff Oldwick:Sep 2001. p. S15-S16 (2 pp.)

Abstract (Summary)

American Re-Insurance, a member of the Munich Re Group, decided three years ago that it needed to roll out an e-commerce business model. At the same time, the Princeton, NJ-based reinsurer also determined that the task deservedly belonged to the business side of the corporation and not as an information-technology initiative. So American Re tapped William R. Ludwick as vice president and manager of Am Re-Solutions, the company's new e-commerce group. They decided to launch Future Fac, a system that expands upon the company's 12-year-old Auto Fac, a PC-based product that quotes and binds risk within minutes, allowing clients to place facultative reinsurance over the Internet anytime. Developing Future Fac made good business sense, because American Re "already had traction to basically Webify this application," Ludwick said. The company expects Future Fac to be up and running this year. The goal is to move current systems into this new environment and develop a marketing plan to expand on, Ludwick said.

Indexing (document details)

Subjects: Reinsurance, Electronic commerce, Information systems, Case studies, Technological planning

Classification Codes 8220, 5220, 2310, 9190, 9110

Locations: United States, US

Companies: American Re-Insurance Co (NAICS: 524126, Duns:00-698-0031)

Author(s): Barbara Bowers

Document types: Feature

Publication title: Best's Review. Oldwick: Sep 2001. pg. S15, 2 pgs

Supplement: Finding the E-Payoff

Source type: Periodical

ISSN: 15275914

ProQuest document ID: 80466925

Text Word Count 1304

Document URL: <http://proquest.umi.com/pqdweb?did=80466925&Fmt=4&clientId=19649&RQT=309&VName=PQD>

Document 3 of 6

The web they weave

Anonymous. Best's Review. Oldwick:May 2000. Vol. 101, Iss. 1, p. 28 (15 pp.)

Document URL: <http://proquest.umi.com/pqdweb?did=53834222&Fmt=4&clientId=19649&RQT=309&VName=PQD>

Document 4 of 6

A brave new world

Ben Dyson. Reactions. London:Oct 1998. Vol. 18, Iss. 10, p. 39-47 (5 pp.)

Abstract (Summary)

The insurance sector has been slow to embrace electronic commerce, preferring more traditional methods of conducting business with clients, brokers and other insurers. A number of factors have deterred insurers and

reinsurers from transacting business electronically. For instance, companies must be prepared to make the initial investment, both in terms of cash, and then in terms of training their staff. Yet despite the various misconceptions of insurers and brokers, the competitive advantages of e-commerce are encouraging the more technically aware companies to explore the possibilities of transacting business electronically. The competitive advantages come from the increased speed of doing business, firstly because less time is spent in dealing with administration - filing and retrieving documents, for example. Secondly, brokers do not have to walk around their local marketplace or travel in order to place risks or prospect business - all of this can be done from a desktop.

Indexing (document details)

Subjects: Electronic commerce, Insurance industry, Disadvantages, Competitive advantage
Classification Codes 9175, 5250, 8200, 7400
Locations: UK
Author(s): Ben Dyson
Publication title: Reactions. London: Oct 1998. Vol. 18, Iss. 10; pg. 39, 5 pgs
Source type: Periodical
ISSN: 09535640
ProQuest document ID: 35585157
Text Word Count 2179
Document URL: <http://proquest.umi.com/pqdweb?did=35585157&Fmt=4&clientId=19649&RQT=309&VName=PQD>

Document 5 of 6

Reinsurers band together to push EDI

Schwartz, Susana. Insurance & Technology. New York: Mar 1997. Vol. 22, Iss. 3, p. 18-19 (2 pp.)

Abstract (Summary)

Hoping to move the reinsurance industry toward a common interface to expedite claims recovery, accounting and quoting processes - and possibly to eventually place risks - Scor Re, CNA Re, Zurich Re, Kemper Re and several other reinsurers are taking part in an EDI Implementation Initiative to facilitate electronic data exchange in the paper-laden reinsurance industry. The initiative is sponsored by BRMA (Broker and Reinsurance Markets Association).

Indexing (document details)

Subjects: Reinsurance, Manycompanies, Electronic data interchange, Agreements
Classification Codes 8200, 5220, 9190
Locations: US
Companies: CNA Reinsurance Group, Kemper Reinsurance Co (Duns:01-023-8574), Phoenix Re Corp, Zurich Re UK Ltd
Author(s): Schwartz, Susana
Publication title: Insurance & Technology. New York: Mar 1997. Vol. 22, Iss. 3; pg. 18, 2 pgs
Source type: Periodical
ISSN: 10540733
ProQuest document ID: 11242505
Text Word Count 802
Document URL: <http://proquest.umi.com/pqdweb?>

did=11242505&Fmt=4&clientId=19649&RQT=309&VName=PQD

Document 6 of 6

Buying insurance over the Internet--is it here today?

Ramsey, Mark S. *The Interpreter*. Durham: Oct 1996. Vol. 69, Iss. 2, p. 1,16 (2 pp.)

Abstract (Summary)

With the development of secure methods to exchange credit card information, consumers are becoming comfortable purchasing products electronically over the Internet. Two companies have focused on moving the insurance industry into the next generation on the Internet, InsWeb and InsureMarket. Both of these companies have designed sites that provide consumers a gateway into the insurance industry. Many insurance companies are moving cautiously in the area of online quotes and online purchases, but it is available today, and the number is growing.

Indexing (document details)

Subjects: Internet, Electronic commerce, Insurance companies, Web sites
Locations: US
Companies: InsureMarket, InsWeb
Author(s): Ramsey, Mark S
Publication title: *The Interpreter*. Durham: Oct 1996. Vol. 69, Iss. 2; pg. 1, 2 pgs
Source type: Periodical
ISSN: 00209651
ProQuest document ID: 10346016
Text Word Count 980
Document URL: [http://proquest.umi.com/pqdweb?
did=10346016&Fmt=3&clientId=19649&RQT=309&VName=PQD](http://proquest.umi.com/pqdweb?did=10346016&Fmt=3&clientId=19649&RQT=309&VName=PQD)

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The following document has been sent by Kris at US PATENT & TRADEMARK OFFICE via ProQuest, an information service of ProQuest-CSA LLC. **Please do not reply directly to this email.**

Documents

- **Custom(er) made re platforms**
Lisa S Howard. National Underwriter. (Property & Casualty/risk & Benefits Management Ed.). Erlanger:Jan 27, 2003. Vol. 107, Iss. 4, p. 16-18 (3 pp.)

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Common Ground

Ron Panko. Best's Review. Oldwick:Jan 2003. Vol. 103, Iss. 9, p. 73-77 (4 pp.)

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Reinsurance traders offered online platform

Caroline McDonald. National Underwriter. (Property & Casualty/risk & Benefits Management Ed.). Erlanger:Feb 12, 2001. Vol. 105, Iss. 7, p. 2 (1 pp.)

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Document 1 of 3

Custom(er) made re platforms

Lisa S Howard. National Underwriter. (Property & Casualty/risk & Benefits Management Ed.). Erlanger:Jan 27, 2003. Vol. 107, Iss. 4, p. 16-18 (3 pp.)

Abstract (Summary)

The notorious inefficiency of insurer-reinsurer transactions is starting to be addressed with online platforms driven by the buyers of facultative reinsurance. In fact, some industry observers believe the needs of reinsurance buyers

will push the models for e-commerce in the reinsurance arena. One reason that buyer-driven platforms may dominate, they say, is the buyers' desire to develop a management information system. Seller-driven platforms are providing capacity, rather than management information systems, said Igor Best-Devereux, CEO of eReinsure in Salt Lake City, Utah. eReinsure provides Internet technologies for online reinsurance negotiation and transactions, particularly in the facultative area. The idea behind using Internet technology is to try to make the process easier for the client, according to Stanley Kott, CEO of Wellington Underwriting Inc. Kathleen S. Langner, senior vice president, Chubb Commercial Insurance, asserted her company's experience with the eReinsure platform has exceeded expectations.

Indexing (document details)

Subjects: Online transaction processing, Computer platforms, Reinsurance, Capacity
Classification Codes 9190, 8200, 5250
Locations: United States, US
Companies: eReinsure.com Inc (NAICS: 541511) , inreon Ltd (NAICS: 541512)
Author(s): Lisa S Howard
Document types: Feature
Publication title: National Underwriter. (Property & casualty/risk & benefits management ed.). Erlanger: Jan 27, 2003. Vol. 107, Iss. 4; pg. 16, 3 pgs
Source type: Periodical
ISSN: 10426841
ProQuest document ID: 282230611
Text Word Count 2163
Document URL: <http://proquest.umi.com/pqdweb?did=282230611&Fmt=4&clientId=19649&RQT=309&VName=PQD>

Document 2 of 3

Common Ground

Ron Panko. **Best's Review.** Oldwick:Jan 2003. Vol. 103, Iss. 9, p. 73-77 (4 pp.)

Abstract (Summary)

Two major online reinsurance-exchange platforms, Inreon Ltd. and Ereinsure, have sprouted in the past couple of years to offer convenience, speed and cost-saving efficiency to the property/casualty industry. A third is under construction for the life industry by the American Council of Life Insurers, an industry trade association. Reinsurers have also been improving their own online capabilities to serve customers. Exchanges operated by third parties on the Internet have much to offer, said Ereinsure President Paul Henriod. Business transacted at the two exchanges so far has been only a tiny percentage of the overall market, but both Inreon and Ereinsure report that business is growing fast and has lots of potential for expansion. Inreon has a much larger global presence than Ereinsure, which is based in New York. Two large Europe-based reinsurers, Munich Re and Swiss Re, launched Inreon in December 2000. Last October, it became the first body within the global reinsurance market to be certified by the Association for Cooperative Operations Research and Development for data standards for facultative reinsurance placement. Ereinsure incorporated in autumn 1999 and began trading in October 2001. The first transactions trickled in, but from the beginning of 2002 to November, participants submitted some 17,000 proposals and bound 3,000, said Henriod. Bound premium exceeded \$50 million.

Indexing (document details)

Subjects: Reinsurance, Electronic commerce, Services, Property & casualty insurance, Insurance industry, Corporate profiles, Business to business commerce
Classification Codes 9190, 9110, 8220, 5250

Locations: United States, US
Companies: eReinsure.com Inc (NAICS: 541511, 541512) , inreon Ltd (NAICS: 541512, 541511)
Author(s): Ron Panko
Document types: Feature
Publication title: Best's Review. Oldwick: Jan 2003. Vol. 103, Iss. 9; pg. 73, 4 pgs
Source type: Periodical
ISSN: 15275914
ProQuest document ID: 276744611
Text Word Count 2943
Document URL: <http://proquest.umi.com/pqdweb?did=276744611&Fmt=4&clientId=19649&RQT=309&VName=PQD>

Document 3 of 3

Reinsurance traders offered online platform

Caroline McDonald. National Underwriter. (Property & Casualty/risk & Benefits Management Ed.). Erlanger:Feb 12, 2001. Vol. 105, Iss. 7, p. 2 (1 pp.)

Abstract (Summary)

With transaction expenses for reinsurance as high as 9% by some estimates, the search has been on for ways to lower the cost of doing business. This is where eREINSURE.com, a new Internet trading site, hopes to fill the gap. eREINSURE is a neutral platform, independent of all parties of the transaction.

Indexing (document details)

Subjects: Reinsurance, Online information services, Business to business commerce
Classification Codes 8220, 8331, 9000, 9190
Locations: United States, US
Author(s): Caroline McDonald
Document types: News
Publication title: National Underwriter. (Property & casualty/risk & benefits management ed.). Erlanger: Feb 12, 2001. Vol. 105, Iss. 7; pg. 2, 1 pgs
Source type: Periodical
ISSN: 10426841
ProQuest document ID: 68616539
Text Word Count 689
Document URL: <http://proquest.umi.com/pqdweb?did=68616539&Fmt=3&clientId=19649&RQT=309&VName=PQD>

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